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## **LATIN AMERICA TELECOMMUNICATIONS NEWSLETTER**

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### **I. HOT NEWS**

#### **Exhibitor Opportunity at EXPO COMM MEXICO 2004!**

Get on board for Mexico's largest telecommunications and I.T. event! We are recruiting exhibitors now for the USA Pavilion at "EXPO COMM MEXICO 2004," to be held February 10-13, 2004, in Mexico City. For more information on becoming an exhibitor, please contact Steve Green at tel. (202)

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<http://www.expocomm.com/mexico/pdf/usapavilion.pdf>.

### **“Telecom & IT Trends Mexico 2004”**

The U.S. Department of Commerce is pleased to announce the launch of "Telecom & IT Trends Mexico 2004," a series of special reports on Mexico's telecommunications, Internet, and IT markets.

"Telecom & IT Trends Mexico 2004" is done in support of the USA Pavilion at EXPO COMM MEXICO 2004. To assess the full reports, please visit our website at:

<http://web.ita.doc.gov/ITI/itiHome.nsf/9b2cb14bda00318585256cc40068ca69/6cedf3bb88b4b91585256d3d0050194a?OpenDocument>

### **Voice Over Internet Protocol (VoIP) Market Updates**

We have collected updated information on foreign Voice over IP (VoIP) telephony regulations that you can access under the “Telecommunications” link on our website (<http://www.export.gov/infotech>).

Find out the latest on foreign VoIP laws, regulations, and government contacts. For additional information, contact Paulette Blanscet at tel.: (202) 482-0399, e-mail: [Paulette\\_Blanscet@ita.doc.gov](mailto:Paulette_Blanscet@ita.doc.gov).

## **II. HIGHLIGHTS**

### **Central America: Updated Country Profiles for Telecommunications Markets**

Did you know that the United States is negotiating a free trade agreement with Central America?

Check out our updated country profiles for five Central American telecom markets (Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua) at:

[http://web.ita.doc.gov/ITI/itiHome.nsf/\(\\$All\)/04AC581E7F64DA7C85256CDB007BD184?OpenDocument](http://web.ita.doc.gov/ITI/itiHome.nsf/($All)/04AC581E7F64DA7C85256CDB007BD184?OpenDocument)

### **Jamaica: Telecommunications Liberalization Update**

As of March 01, telecommunications services in Jamaica have been liberalized. This means that service providers no longer have to use the telecommunications infrastructure of the dominant provider, Cable and Wireless (C&W) Jamaica. This comes at the end of a 3-phase process towards full liberalization, which began in 1999 following an agreement signed between the Government of Jamaica and C&W Jamaica. The first phase of the regime saw the passage of a new Telecommunications Act in February 2000 and the licensing of two new companies to provide cellular telephone service. In the second phase, licensed operators were allowed to deliver telecom services over their own networks. This final 3<sup>rd</sup> phase implies that all services will be open to full competition.

According to the Ministry of Commerce, Science and Technology, the new landscape will mean a much wider range of value-added products and services. The subscriber television industry, for example, is poised, through broadband capacity, to exploit the opportunities for the provision of a range of services including high-speed Internet services and Voice Over Internet Protocol technologies. The cable industry, as it develops its broadband infrastructure, promises to deliver multimedia-video, voice, text, and graphics -- to both PCs and TV. Fixed wireless operators are also poised to carve out their own niches in the broadband market. It is to be expected that a number of cable operators who obtained telecommunications licenses under the first 2 phases of the liberalization

process will be establishing an infrastructure to provide fixed line telephony as well as Internet services. They are also being encouraged to provide Internet access over cable.

For more information, please contact the author of this report, Mr. Emile Finlay at U.S. Commercial Service, U.S. Embassy Kingston, E-mail: [emile.finlay@mail.doc.gov](mailto:emile.finlay@mail.doc.gov); Tel.: (876) 926-8115.

### **Jamaica: New Report on Telecommunications Equipment and Services Markets**

Summary -- Following the liberalization of Jamaica's telecom sector in March 2003, there is expected to be sustained demand for a wide range of new and enhanced telecommunications equipment and services. Players in the sector include Cable and Wireless, a handful of wireless providers, licensed broadcast media companies, 12 internet service providers and several STV (cable) operators. For internet and other services, Jamaican agencies are constantly examining new and innovative ways to increase access to a broad cross section of the population. The Jamaican consumer is warming to the idea of liberalization and increased choice. North American television networks are widely available and watched and this helps to drive demand for modern telecommunications products. Hot selling items in recent years include cellular and regular phones, phone accessories, color televisions, transmission apparatus for telecommunications and parts for telecommunications equipment. Although much of the telecommunications products entering Jamaica are obtained from the United States, the market is by no means static. Several forces exist which will affect the nature of the demand for particular items as well as the steps that firms will have to take in order to remain competitive.

To access the full text of this report, visit:

<http://www.buyusainfo.net/info.cfm?id=109853&keyx=8D71D1D6A3D26C46A6C647F58D0D6184&dbf=isa1&loadnav=no&archived=no&addid>

### **III. EVENTS**

This section is intended for your information only. Unless otherwise noted, events are neither certified nor endorsed by the U.S. Department of Commerce (USDOC).

#### **CANTO 2003**

##### ***June 15-18, 2003 in the Bahamas***

CANTO's 19<sup>th</sup> Annual Telecommunications Conference and Trade Exhibition, "Connecting the Caribbean," will highlight strategies for building the capacity of the region to interact internally and with regional and global environments. With normal attendance of over 400 delegates, the event presents a unique opportunity to network with major players in the telecommunications sector. Ministers and senior officials of regional governments, executives from network operators, experts on telecommunications issues, and members of the academic fraternity will be in attendance. CANTO expects over 80 exhibitors to display their telecommunications equipment, technology, and services. For more information, please visit the event website: [http://www.canto.org/canto\\_2003.html](http://www.canto.org/canto_2003.html).

#### **COMDEX BRAZIL: STATE OF VIRGINIA PAVILION**

##### ***August 19-22, 2003 in Sao Paulo, Brazil***

The Virginia Economic Development Partnership (VEDP) invites Virginia companies to join its exhibitor pavilion at Comdex Brazil in Sao Paulo. This will be VEDP's 6th participation at this event. The Comdex show in Sao Paulo attracts the business community from all over Latin America. A

Virginia-based company participating with the VEDP at Comdex Brazil will get a turnkey exhibit package and benefit from the local support of VEDP's Brazil-based representative, including matchmaking and business counseling. Total cost is \$2,750.00. For more information, please contact Matthias Duys, VEDP International Trade Manager, at tel. (703) 506-1030, e-mail: [mduys@yesvirginia.org](mailto:mduys@yesvirginia.org). Interested companies can also visit <http://www.exportvirginia.org> and click on the "EVENTS" tab.

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Requests for complete cables or reports should be directed to the editor. An archive of this and other newsletters can be found on the Information Technologies Industries web site at <http://www.export.gov/infotech>. To have your e-mail address removed from the newsletter distribution list, reply to this e-mail with "unsubscribe."

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